



Buffalo District News

Monthly Newsletter, Volume 4, Issue 2
NOVEMBER 2003

From the Desk of the
District Director,
Franklin J. Sciortino

Frank and his staff would
like to wish you and your
families a

HAPPY
THANKSGIVING!!!!



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Buffalo SBA Honors TOP Area Banks

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Bank awards based on dollar volume and Star Awards based on loan volume as expressed in numbers of loans approved will be presented during the month of November to TOP Area Banks.

Banks receiving these awards:

BANK	Bank Award & Dollar Amount	Star Award & # of Loans
M&T Bank	EMERALD- \$15,822,500	Four Stars 83 Loans
HSBC Bank USA	GOLD- \$13,897,100	Five Stars 119 Loans
Key Bank	SILVER - \$ 7,118,000	Two Stars 28 Loans
Wyoming Cty Bank	SILVER - \$ 5,129,100	Two Stars 38 Loans
First Niagara Bank	BRONZE - \$ 4,884,500	Two Stars 42 Loans
UPS Capt. Bus. Cred.	BRONZE - \$ 2,450,000	*
NYBDC-	BRONZE - \$ 2,250,000	*
Business Loan Center	BRONZE - \$ 2,176,000	*
Interstate Net Bank	BRONZE - \$ 1,875,000	*
The Bank of Castile	BRONZE - \$ 1,606,261	One Star 14 Loans
CIT Sm. Bus. Lending	BRONZE - \$ 1,312,000	*

*only banks with more than 10 loans will receive STAR Awards.

Banks Receiving only STAR AWARDS:

Capital One FSB	Two Stars	26 Loans
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LENDER UPDATE

Participation By Numbers

BUFFALO DISTRICT ALL 7(A) LOAN PROGRAMS OCTOBER 2004

LENDER	# OF LOANS	\$ AMOUNT
1. CHARTER ONE BANK, NTL. ASSOCIATION	35	\$1,004,000
2. HSBC BANK USA, NTL. ASSOCIATION	7	\$471,000
3. KEYBANK NATIONAL ASSOCIATION	6	\$2,390,000
4. M&T BANK	3	\$842,000
5. FIRST NIAGARA BANK	3	\$275,000
6. WELLS FARGO BANK, NTL. ASSOCIATION	3	\$115,000
7. CAPITAL ONE, FEDERAL SAVINGS BANK	3	\$110,000
8. BANK OF AMERICA	3	\$50,000
9. WYOMING COUNTY BANK	2	\$128,000
10. GE CAPITAL SMALL BUS. FINANCE CORP.	1	\$600,000
11. FIRST TIER BANK & TRUST	1	\$80,000
12. THE BANK OF CASTILE	1	\$58,000
13. CITIBANK, N.A.	1	\$30,000

2004 A Record Year for the SBA; Loans to Small Businesses Doubled Since 2001

WASHINGTON - With the end of the 2004 fiscal year on September 30, the U.S. Small Business Administration closed out a record-shattering year and continued to build upon a steady stream of accomplishments, providing more than twice as many loans to small businesses as in FY 2001. The agency surpassed its previous lending records in both the flagship 7(a) and 504 loan programs, and established volume records in loans to women, minorities, and veterans.

In FY 2004, the SBA backed 74,825 7(a) loans totaling \$12.5 billion to small businesses, and 8,168 loans worth \$3.9 billion under the 504, or Certified Development Company, program. The number of loans made under each program was a record, as well as the combined total. The combined total also is more than double the 41,552 loans that were made by the agency's lending partners and Certified Development Companies with SBA backing in FY 2001.

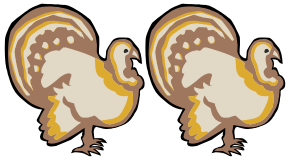
"Thanks to the President's small business agenda, we have met and surpassed our goals, helping millions of small businesses on their way toward realizing the American dream," Administrator Hector V. Barreto said. "Capital is the lifeblood of small businesses, and every time we approve a loan that means another small business has a chance to grow and contribute to the economy."

With record demand for capital, it is a sure sign that the economy is strengthening. Small businesses account for seven out of every 10 new jobs and produce countless new technologies and innovations.

"Small business is the economic engine that drives our economy," said Barreto. "Our record year is proof that the economy is expanding and creating new jobs, evident by the low unemployment rate of 5.4 percent. But we will not be satisfied until every American who wants a job has a job, so we will continue to work to strengthen the SBA and reach out to more small businesses."

Women and minorities benefited from record levels in FY 2004 as well, each more than double the levels set in 2001. Overall, nearly a third of SBA-backed loans went to minorities, and the number of loans to African Americans, Hispanics and Asian Americans rose to record levels, up 32 percent over last year for African Americans, up 31.7 percent over last year for Hispanics and up 33.7 percent over last year for Asian Americans. The number of loans to women increased 27.3 percent over FY 2003, and the loans to veterans were up by 21 percent.

"We have worked hard to reach out to every community, and we are seeing the fruits of our labor with these numbers," Barreto said.



LENDER UPDATE

Participation By Dollars

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SBA SEEKS NOMINATION FOR 2005 'SMALL BUSINESS PERSON OF THE YEAR'

BUFFALO, NY – Do you or someone you know have what it takes to become America's "Small Business Person of the Year" for 2005? If so, the U.S. Small Business Administration (SBA) wants to hear from you. But you'd better act quickly since the deadline for nominations is December 3, 2004.

Each year since 1963, the President has designated one week as National Small Business Week in recognition of the small business community's contributions to the American economy. Small businesses today, some 23 million strong, generate more than 57 percent of all sales in this country, 50 percent of our domestic private sector output and about 55 percent of all innovations. Small businesses also lead the nation in job creation, providing approximately two-thirds of all new jobs.

Business owners from every state, the District of Columbia, Puerto Rico, the Virgin Islands and Guam, who have been named as their state's "Small Business Person of the Year," travel to Washington for three days of small business-related activities and meetings that typically include high-level government officials. This same pool of winners also vies for the national honor of "Small Business Person of the Year."

Traditionally, the national winner is announced by the President of the United States during a White House ceremony. In addition to receiving nationwide recognition, the media often identifies the winner as a spokesperson on local and national small business issues.

Each state's Small Business Person of the year must meet criteria, which include staying power, growth in employment, increase in sales/unit volume, innovation, response to adversity, and evidence of contributions to his/her community.

Advocate, now called Champion, awards are also presented to persons who have used their professional skills or personal talents to further public understanding and awareness of small business. Candidates must have taken an active role in creating opportunities to promote the interests of small business. Champion categories include Women in Business, Minority, Veteran, Family Business, Home-Based Business, Financial Services, and Journalist. A Champion may or may not be an entrepreneur.

Also, special awards are also presented to the Small Business Exporter and Young Entrepreneur of the Year.

Nominations in the Small Business Person of the Year, Champions of the Year and special Small Business Week award categories can be made by any individual, or organizations such as professional and trade associations, business organizations, chambers of commerce, banks, or a small business' employees.

All nominations must be received by the Buffalo District office no later than December 3, 2004. To obtain



SBA *It's Your Business*

SBA COMMITMENT TO WOMEN BEARS SIGNIFICANT RESULTS

As part of the U.S. Small Business Administration's record-breaking performance in FY 2004, the agency and its lending partners provided more loans to women-owned businesses than ever before. In the past year SBA backed almost 18,000 loans to women-owned businesses under its two primary loan programs, amounting to \$2.5 billion, more than double the number of loans to women as recently as FY 2001.

"All of our program areas are committed to assisting women's businesses, a commitment that comes directly from President Bush," Administrator Hector V. Barreto said. "Our deputy administrator, Melanie Sabelhaus, is one of the nation's strongest advocates for women entrepreneurs."

Aside from the record-setting loan performance, Administrator Barreto noted that women-owned small businesses also received \$1.5 billion more in federal contracts in FY 2003, the most recent year for which data is available. The total value of federal contracts to women-owned businesses rose from \$6.8 billion to \$8.3 billion, a total of 2.98 percent of all federal prime contract dollars. From FY 2000 to FY 2003, prime contract dollars increased by 81 percent, or more than \$3.7 billion.

In the last two years the SBA has also embarked on the highly successful Business Matchmaking program to create more contracting opportunities for small businesses. Since its inception, the Business Matchmaking program has created approximately 22,000 one-on-one appointments between small business owners and buyers from federal and local governments as well as buyers from the private sector. Of those businesses that received contracts, 50 percent have been women-owned businesses. Women-owned businesses have also received 65 percent of the contracting dollars.

"President Bush has asked to be judged on his actions and results," Barreto said. "I think these numbers stand by themselves."

From SBA Deputy Administrator, Melanie Sabelhaus,

Dear Friends,

Through all my travels speaking to people about issues facing small businesses, many have asked me to share these issues to a larger audience because my issues are your issues!

A Women's Perspective is my newsletter to you about the issues we face on a day to day basis. This week's topic: Women's Business Centers and the banner year the SBA has had! Upcoming issues will discuss healthcare options as well as the tax benefits provided by this administration to small businesses.

Please click on the below link to access the newsletter:

<http://www.sba.gov/admin/deputyletters/lettersfromdeputy.pdf>

Also, if you have not subscribed to this newsletter, please do so at:

<http://web.sba.gov/list/>

SCORE FY 2004 WORKSHOP AND SEMINAR PROGRAMS

Date, Time, & Cost	Event	Subjects Included	Location
Wednesday November 10, 2004 8:30 to 12:30 p.m. \$25	Advertising and Marketing	This is an advertising and marketing workshop for individuals planning to start a new business and for those wanting to grow and expand their existing businesses.	Dulski Federal Building 111 West Huron Street, Rm. 1520 Buffalo, NY
Wednesday November 17, 2004 8:30-4:30 p.m. \$25 <i>Includes Coffee & Danish</i>	Starting & Managing Your Business Workshops	This is a pre-business workshop for individuals planning to start a new business and for those wanting to grow and expand their existing business	Lackawanna Public Library 560 Ridge Road Lackawanna, NY 14218

SAVE THE DATE

**Join the U.S. Small Business Administration & SCORE at the
9th Annual STRAIGHT TALK 2005 Business Seminar on**

Saturday, January 22, 2005